Source: https://www.industrydocuments.ucsf.edu/docs/qxkn0000

Nassau

Brand Style	13 wk avg 6/29/97 - 9/27/97	w/e 10/4	w/e 10/11	w/e 10/18	w/e 10/25	w/e 11/1	w/e 11/8	w/e 11/15	w/e 11/22	WK AVG prior to 11/3/97	WK AVG since 11/3/97	Diff
FF Sld Box							305	360		0	305	305
Lt Sld Box	0						435	154		0	435	435
FF 100 Box	0		4	712	648	716	463	24		347	463	116
Lt 100 Box	76	47	60	560	518	476	382	102		289	382	93
King	1525	1583	1877	1420	1241	994	1213	412		1440	1213	-227
100	1008	743	818	867	703	568	804	181		784	804	20
Lt King	2118	1616	1879	1822	1608	1255	1502	582		1716	1502	-214
Lt 100	1326	967	1305	1166	1002	676	1078	431		1074	1078	4
Slim	685	577	630	580	565	617	630	209		609	630	21
Ul King	892	749	773	762	690	734	725	310		767	725	-42
Ul 100	842	751	748	759	627	620	660	269		724	660	-64
Gold	25	33	23	15	12	12	26	19		20	26	6
Pref 100	57	58	49	49	47	37	36	1		50	36	-14
Pref Lt 100	160	147	163	155	117	71	131	12		136	131	-5
												0
Tot Salem	8714	7271	8329	8867	7778	6776	8390	3066		7956	8390	434
Salem SOM	2.91%	2.82%	2.94%	3.48%	3.08%	3.02%	3.23%					

51854 0404

Manhattan

Brand Style	13 wk avg 6/29/97 - 9/27/97	w/e 10/4	w/e 10/11	w/e 10/18	w/e 10/25	w/e 11/1	w/e 11/8	w/e 11/15	w/e 11/22	WK AVG prior to 11/3/97	WK AVG since 11/3/97	Diff
FF Sld Box	0						91			0	91	91
Lt Sld Box	0						121			0	121	121
FF 100 Box	0		36	121	161	150	120			78	120	42
Lt 100 Box	7	11	43	102	146	157	82			78	82	4
King	873	815	787	699	894	775	895			807	895	88
100	502	467	449	347	486	453	482			451	482	31
Lt King	881	825	754	717	838	767	824			797	824	27
Lt 100	532	469	403	441	518	472	469			473	469	-4
Slim	218	237	206	181	217	224	225			214	225	11
Ul King	289	279	280	262	240	283	279			272	279	7
Ul 100	220	210	227	192	195	202	185			208	185	-23
Gold	6	11	6	3	3	3	2			5	2	-3
Pref 100	0									0	0	0
Pref Lt 100	0									0	0	0
										0	0	0
Tot Salem	3529	3324	3191	3065	3698	3486	3775			3382	3775	393
Salem SOM	3.12%	3.30%	3.00%	3.31%	3.51%	3.58%	3.72%					

51854 0405

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Brooklyn

Brand Style	13 wk avg 6/29/97 - 9/27/97	w/e 10/4	w/e 10/11	w/e 10/18	w/e 10/25	w/e 11/1	w/e 11/8	w/e 11/15	w/e 11/22	WK AVG prior to 11/3/97	WK AVG since 11/3/97	Diff
FF Sld Box	0						136			0	136	136
Lt Sld Box	0						164			0	164	164
FF 100 Box	0		33	224	203	162	163			104	163	59
Lt 100 Box	11	4	41	180	137	94	150			78	150	72
King	1231	1253	1086	1181	922	946	1079			1103	1079	-24
100	700	640	570	601	557	490	632			593	632	39
Lt King	1068	1075	862	1001	861	798	865			944	865	-79
Lt 100	736	700	577	650	602	537	609			634	609	-25
Slim	262	234	249	282	243	219	317			248	317	69
Ul King	182	164	183	143	217	137	178			171	178	7
Ul 100	183	163	161	202	175	151	164			173	164	-9
Gold	6	7	9	7	8	11	31			8	31	23
Pref 100	0									0	0	0
Pref Lt 100	0									0	0	0
										0	0	0
Tot Salem	4380	4240	3771	4471	3925	3545	4488			4055	4488	433
Salem SOM	3.33%	3.50%	3.21%	3.61%	3.36%	3.07%	3.57%					

51854 0406

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Queens

Brand Style	13 wk avg 6/29/97 - 9/27/97	w/e 10/4	w/e 10/11	w/e 10/18	w/e 10/25	w/e 11/1	w/e 11/8	w/e 11/15	w/e 11/22	WK AVG prior to 11/3/97	WK AVG since 11/3/97	Diff
FF Sld Box	0						220			0	220	220
Lt Sld Box	0						322			0	322	322
FF 100 Box	0		94	388	312	297	274			182	274	92
Lt 100 Box	34	16	43	423	266	298	379			180	379	199
King	1620	1409	1282	1149	1380	1150	1270			1332	1270	-62
100	894	731	734	581	820	672	675			739	675	-64
Lt King	1587	1320	1131	1194	1414	1150	1230			1299	1230	-69
Lt 100	974	834	785	729	1043	781	697			858	697	-161
Slim	400	385	371	353	342	391	425			374	425	51
Ul King	406	322	352	303	305	290	303			330	303	-27
Ul 100	381	321	348	299	310	323	330			330	330	0
Gold	25	12	34	8	9	25	45			19	45	26
Pref 100	17	20	18	13	18	20	11			18	11	-7
Pref Lt 100	52	46	63	45	38	50	32			49	32	-17
										0	0	0
Tot Salem	6390	5416	5255	5485	6257	5447	6213			5708	6213	505
Salem SOM	3.36%	3.27%	2.92%	3.42%	3.74%	3.53%	3.76%					

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Total

Brand Style	13 wk avg 6/29/97 - 9/27/97	w/e 10/4	w/e 10/11	w/e 10/18	w/e 10/25	w/e 11/1	w/e 11/8	w/e 11/15	w/e 11/22	WK AVG prior to 11/3/97	WK AVG since 11/3/97	Diff
FF Sld Box	0	0	0	0	0	0	752	360	0	0	752	752
Lt Sld Box	0	0	0	0	0	0	1042	154	0	0	1042	1042
FF 100 Box	0	0	167	1445	1324	1325	1020	24	0	710	1020	310
Lt 100 Box	128	78	187	1265	1067	1025	993	102	0	625	993	368
King	5249	5060	5032	4449	4437	3865	4457	412	0	4682	4457	-225
100	3105	2581	2571	2396	2566	2183	2593	181	0	2567	2593	26
Lt King	5654	4836	4626	4734	4721	3970	4421	582	0	4757	4421	-336
Lt 100	3569	2970	3070	2986	3165	2466	2853	431	0	3038	2853	-185
Slim	1565	1433	1456	1396	1367	1451	1597	209	0	1445	1597	152
Ul King	1768	1514	1588	1470	1452	1444	1485	310	0	1539	1485	-54
Ul 100	1626	1445	1484	1452	1307	1296	1339	269	0	1435	1339	-96
Gold	62	63	72	33	32	51	104	19	0	52	104	52
Pref 100	74	78	67	62	65	57	47	1	0	67	47	-20
Pref Lt 100	213	193	226	200	155	121	163	12	0	185	163	-22
Tot Salem	23012	20251	20546	21888	21658	19254	22866	3066	0	21102	22866	1764
Salem SOM												

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